

Title	Small Business Training 9 - Growing the business (1)		Date	
Number in Group	6-12	Presenter	Neil Moore & Local Facilitators	
Duration	90 minutes	Location	Kibera	
Aims	<ol style="list-style-type: none"> To maximise the sustainability of a new business by planning ahead using a business plan. 			
Objectives To be able to...	<ol style="list-style-type: none"> Explain factors that would help you secure a business loan. Report the current financial health of your business. 			
Introduction Video	<p>Play the introduction video. This includes:</p> <ol style="list-style-type: none"> Re-cap on the learning from the previous course. The next three week's sessions will work towards writing a proposal to grow the business that could be used to support a loan application. This week focuses on reporting the financial health of the current business. Consider what factors would persuade a loan company to lend money. Write a balance sheet for <u>actual</u> income and expenditure. Consider reporting existing savings to support a loan proposal. Introduction to exercises. On-going support available via the WhatsApp group. 			
Development and learning outcomes	<p>Following the video, work through the following exercises together, write down the answers and upload to WhatsApp.</p> <p>Exercises:</p> <ol style="list-style-type: none"> As a group, make a list of things that would persuade a loan company to give you a loan. As individuals, write out your current ACTUAL balance sheets and savings balance. 			
Plenary	<ol style="list-style-type: none"> Write a list of factors that might persuade a loan company to offer a business loan. As individuals, for a chosen business write a balance sheet with actual figures, plus the current balance in the long term savings pot. 			
Where next?	The next session is growing the business part two; the future plan and return on investment (R.O.I.).			
Notes	Encourage questions and comments on the WhatsApp group.			